

| UPDATE AS INDICATED FOR EACH PROMOTION | | | | | | PROMOTION # | 800432 |
|--|--|----------------|----------------|--------------------------------------|---------|-------------|--------|
| ROU/MGR | CHAIN NAME | CID | VAP SUPPLIER | #SKUS | MACROS | | |
| KJ | SADO GAS | 1260-00-00 | DERIGO | 3 OR 4 | | | |
| KJ | LAKE COUNTY | 1887-00-00 | TRIPI | 1 | MODELS1 | ✓ | |
| RT | JOLLEY | 2681-00-00 | DOWLINGS | 1 | MODELS1 | ✓ | |
| DK | KINNEY DRUGS | 1874-00-00 | KINNEY | CH W/D KEENEY | 0 | ✓ | |
| 1210 | PAKAM | SUB-SUB JOBBER | KLEIN CANDY | CHECK W/1210 | | | |
| AZ | J-MART | 2803-00-00 | McLANE NE | 1 | MODELS1 | ✓ | |
| AZ | SUGAR CREEK / CANT TAKE TEAR TAPE PROMOS | 1227-00-00 | McLANE NE | 1 | MODELS1 | ✓ | |
| 1244/JM | COUNTRY CONV | 2946-00-00 | TRIPIFOODS | 1 | MODELS1 | ✓ | |
| 1244/JM | WALLACE OIL | 2358-00-00 | MOUNTAIN CANDY | 1 TO EACH ACCT ON VAP | | ✓ | |
| 1310/JR | A-PLUS/SUNOCO | 0362-02-XX | McLANE NE | 1 | MODELS1 | ✓ | |
| 1310 | HESS | 0353-02-03 | McLANE NE | 1 | MODELS1 | ✓ | |
| 1310 | HESS | 0353-03-03 | McLANE NE | 2 | | ✓ | |
| 1310/JR | A-PLUS/SUNOCO | 0362-03-XX | McLANE NE | 1 | MODELS1 | ✓ | |
| 2640/ JR | 7-11 SOUTHLAND | 0001-XX-XX | McLANE NE | TBD | 0 | ✓ | |
| 1310 | COASTAL MART | 1906-XX-XX | McLANE NE | 2 | | ✓ | |
| JMc | WAM | PER WK PLAN | MOUNTAIN CANDY | PER WK PLAN | | ✓ | |
| RMD | YELLOW GOOSE | 3548-00-00 | TRIPIFOODS | 1 | MODELS1 | ✓ | |
| RMD | WILSON FARMS | 4027-05-00 | TOPS | CHECK W/RMD | ① | ✓ | |
| (All B1G1Fs AND TEAR TAPE PROMOS GO TO TOPS; ALL OTHERS GET SHIPPED VIA DERIGO, W/SEPARATE PO #) | | | | | | | |
| RMD | KWIK-FILL | 565-00-00 | TRIPI | MINIMUM OF 1 PER STORE (CHECK W/RMD) | | | |
| DK | STEWARTS | 0548-00-00 | STEWARTS | CHECK W/ D.KEENEY | 0 | ✓ | |
| **McLANE NE E-Mail Distribution List: 1110 / 1210 / 1310 / 1645 / 1710 (J.Piscitelli, J. Rago) | | | | | | | |
| SHIP ALL DISPLAYS TO McLANE UNTIL FURTHER NOTICE | | | | | | | |
| FINKLE: SHIP WUSTEFELD AND MOHAWK DISPLAYS TO FINKLE IF NOT ENOUGH TO PARTICIPATE IN PROMO OTHERWISE | | | | | | | |
| *** IF VAP W/'0' ARE ADDED TO PROMOTION - ALL 'CIG' AND 'RSV' VAPS MUST BE REMOVED | | | | | | | |
| ** REMOVE ALL 'NON-VAP' INDEPENDENTS FROM EACH PROMOTION | | | | | | | |
| 1710 CHAINS TO BE UPDATED: ON MACRO '1710MOD' Uni Mart CR friendly | | | | | | | |
| INDEPENDENTS TO BE ADDED TO ALL PROMOTIONS: | | | | | | | |
| S/REP | SIS# | NAME | VAP SUPPLIER | #SKUS | | | |
| 162301 | 760781 | BLOUINS BEV | CAPITAL CANDY | 1 | | ✓ | |
| 162603 | 397332 | CY'S PHARMACY | EP KIRST | 2 | | ✓ | |

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R. J. REYNOLDS TOBACCO COMPANY
BUSINESS PLANNING AND EXECUTIONPAGE: 1
DATE: 98-04-02
TIME: 08:26 AMPROMOTION : 800432 DORAL CONV/GAS-B1G1P - JUNE 19 PROMOTION SUMMARY REPORT
DRIVE PERIOD: 80600

| | NO OF ACCOUNTS | SKUS | TOTAL OFFERS | ALLOCATION CASES | ALLOCATION OFFERS |
|--------------------------|----------------|-------|--------------|------------------|-------------------|
| 16XXXX 16 BUFFALO REGION | | | | 576 | 86,400 |
| VAP | | | | | |
| CHAIN | 1,775 | 2,171 | 43,420 | | |
| INDEPENDENTS | 1,504 | 2,456 | 49,120 | | |
| VAP TOTAL | 3,279 | 4,627 | 92,540 | | |
| NON-VAP | | | | | |
| CHAIN | 113 | 138 | 2,760 | | |
| INDEPENDENTS | 202 | 275 | 5,500 | | |
| NON-VAP TOTAL | 315 | 413 | 8,260 | | |
| TOTAL CHAINS | 1,888 | 2,309 | 46,180 | | |
| TOTAL INDEPENDENTS | 1,706 | 2,731 | 54,620 | TOT COMMITTED: | 100,800 |
| TOTAL ACCOUNTS | 3,594 | 5,040 | 100,800 | TOT REMAINING: | 14,400- |

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